

Press Kit

Technology That Simply Works. Within Your Reach.

Kontakt.io Inc. is an industry leader in indoor location services and BLE beacons. Our mission is to help businesses tap into the value of indoor location and sensor data. We better connect people, locations, and things to increase customer satisfaction, save costs, and improve productivity and safety. We empower vertical business applications, with open standard APIs and AI-driven event streams to help enterprises accelerate through digital transformation. To our location-aware technology partners, we offer fleet management software, location and condition services, beacons, and gateways to help them focus on core innovation, reducing time to market and costs. Today, we serve over 2,000 customers across diverse sizes and industries, from transportation and logistics to manufacturing, healthcare, airports, governments, and public spaces. We strive to delight people and make a real difference in the world wherever possible by providing an enterprise-tailored software solution scaled to the internet.

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Intro to Location Technology, Beacons & IoT

Internet of Things Proximity Beacons

The Internet of Things (IoT) is the global network of physical devices connected digitally. Wearables, windmills, nearly anything you can think of can be added to this network. Proximity technologies are an increasingly crucial part of the IoT as they add an extra dimension (physical proximity). This data can allow the IoT and smart technologies to be more context-aware and gather better data.

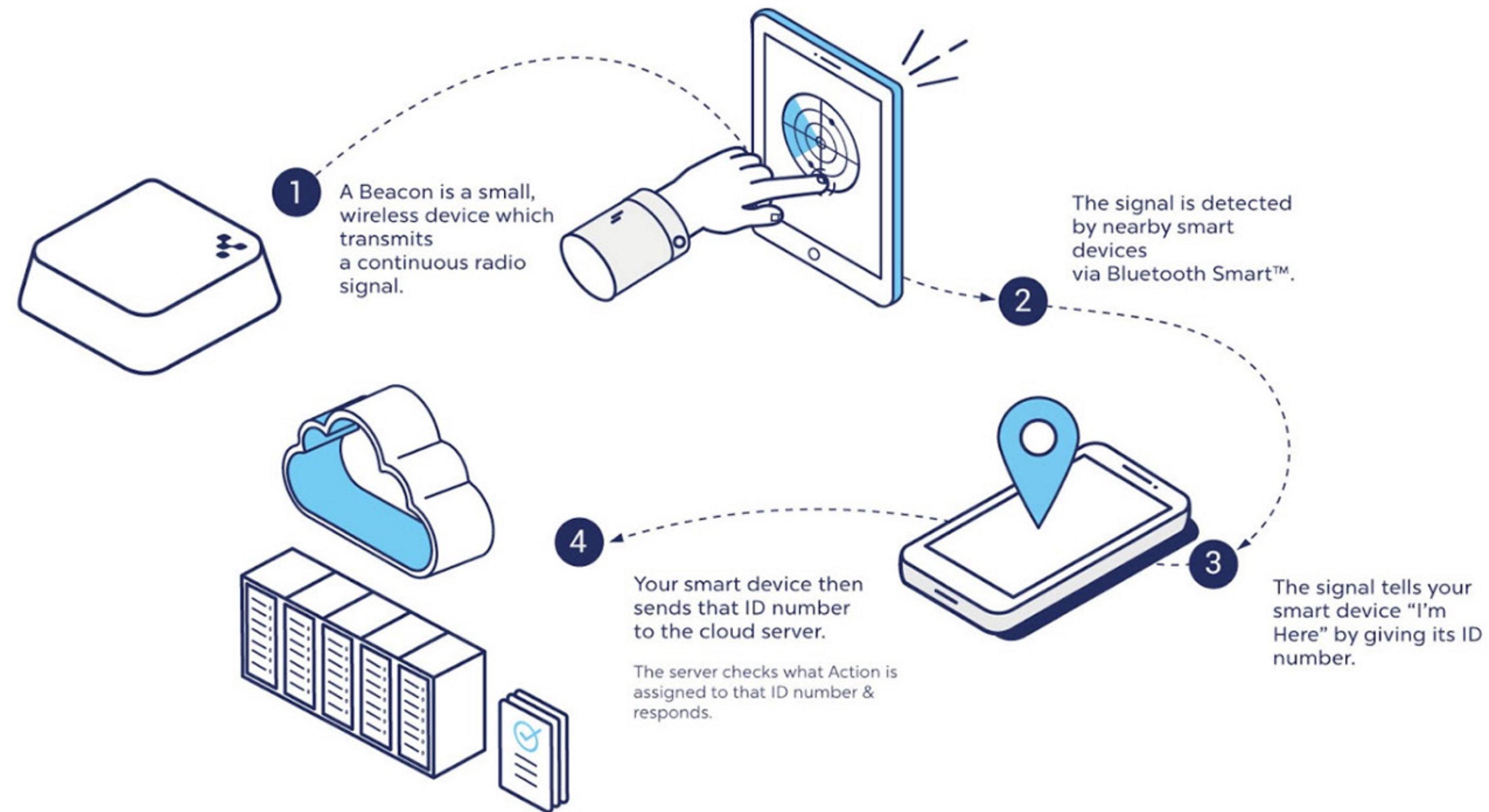
Tags

A BLE tag is a special type of a beacon that is designed to be on the move and usually has built-in sensors. When its signal is picked up by a receiving device — such as a BLE gateway or a smartphone — it provides information about its location, performance, and environmental conditions. Attached to objects or carried by people, tags enable a whole range of people safety, asset tracking, and condition monitoring use cases for supply chain, healthcare, and public spaces.

Beacons

A beacon is a small Bluetooth radio transmitter. It's like a lighthouse; it repeatedly transmits a single signal that other devices can see. Depending on how close both devices are, a smartphone can perform different actions when communicating with a beacon. It can update an indoor map with your location, open a lock, or even change the music in your house as you walk from room to room. Companies and brands around the world love beacons because they open up completely new ways to reach and engage with customers. We love that too. We also love how Bluetooth is shaking up the asset tracking industry, bringing more capabilities for less cost.

How it works?



Our mission is to better connect people, locations and things to create meaningful insight, safer workplaces, and lessen waste.

Beacons, Tags, Gateways

Stationary Beacons



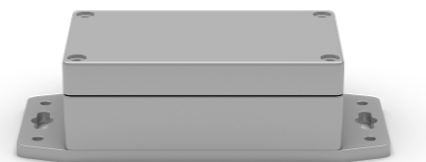
Beacon Pro

Looking for a specific beacon among a hundred? The Beacon Pro has an LED to help you locate it fast as well as a time-saving mounting clip and a built-in accelerometer light sensor to power more use cases than ever before.



Heavy Duty Beacon

With more than 7 years of battery life and a Bluetooth 5 compatible chipset, the Tough Beacon TB18-2 is the new go-to outdoor beacon for asset tracking, wayfinding, and condition monitoring.



Heavy Duty Beacon

With a rugged casing, and more than 10 years of battery life, the Bluetooth Beacon HD18-3 is built to stand the test of time. It supports use cases like theft prevention, vibration detection, and asset tracking.



Anchor Beacon

The Bluetooth Beacon SB18-3 is the successor to our flagship and award-winning Beacon that last up to 7 years. It comes with an accelerometer and temperature sensor to help you improve visibility and compliance with condition monitoring.



Mini Tag

Most beacons don't work well under pressure. Tough Beacon TB15-1 construction protects it against punishment, impact and moisture. Built in mounting bracket makes it easy to affix it wherever you need it.

Beacons, Tags, Gateways

Asset and People Tracking Tags



Card Tag

Equip your employees, staff members, or visitors with Card Tag CT18-3 to track their location and movement and enable them to notify you about panic situations, task completion, or other predefined events.



Lanyard Tag

Use Lanyard Tag to reduce time spent searching for staff members, build evacuation routes and create an innovative workspace. Lanyard Tag is your go-to-tag that helps you to locate anyone in real-time and analyze their movements over time to boost safety and productivity.



Asset Tag

Track assets with a robust tag with a replaceable battery that can last as long as you need. Assign cloud-executed events to the press of a button and make your Bluetooth Tag S18-3-based solution even more powerful.

Beacons, Tags, Gateways

Gateways



Portal Light

Bluetooth beacons aren't just about the tags. They're about infrastructure. Portal Light is the device you need to turn a handful of beacons into an automated machine. Its constant scanning is your connection

3rd Party Gateway Integrations

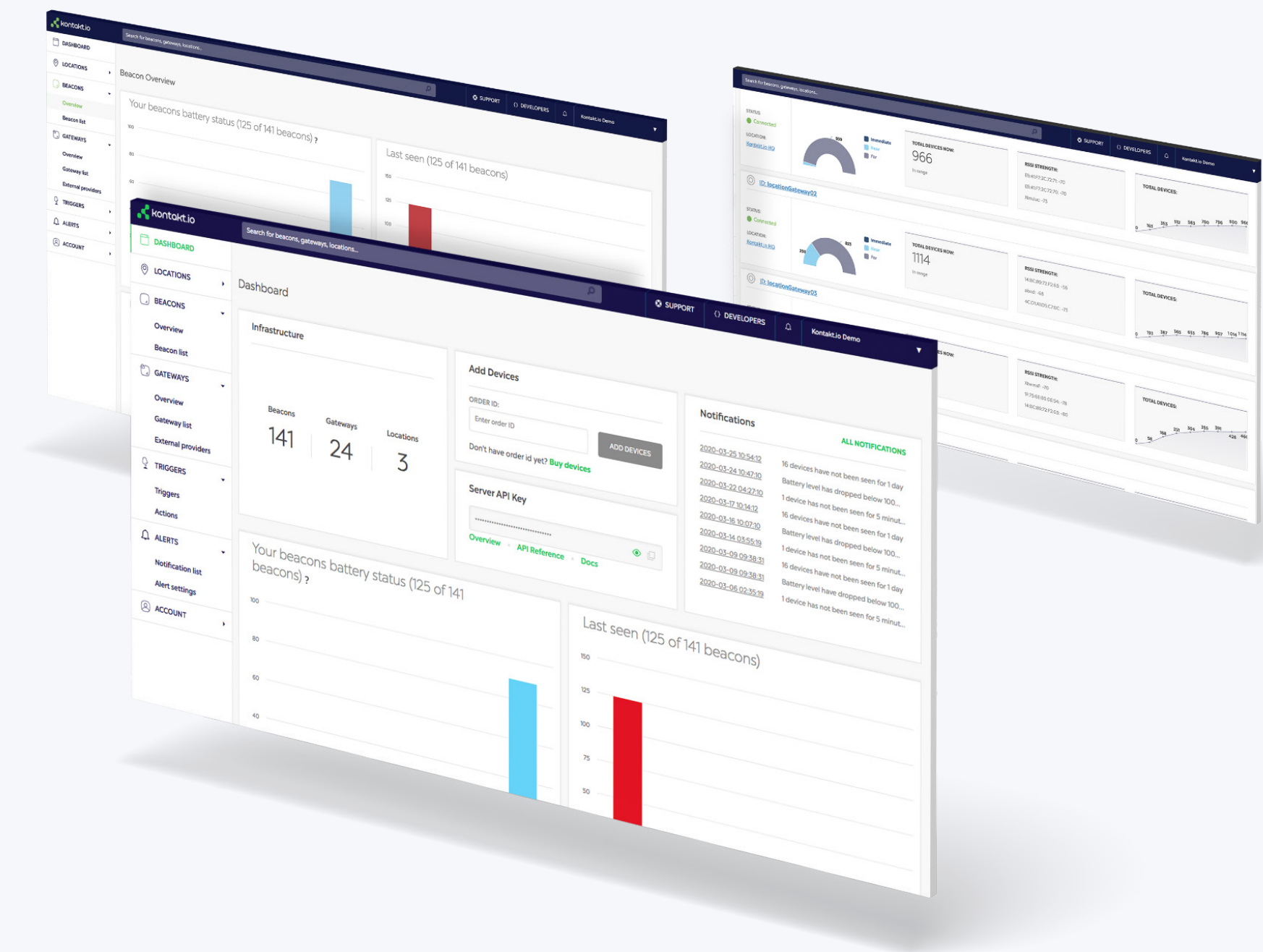
Kontakt.io has also integrated with market-leading access point providers. The depth of integration varies partner by partner, but all integrations are able to power asset and people tracking end-to-end solution modules. Being able to leverage existing AP infrastructure removes the need of installing parallel Gateway infrastructure, thus greatly reducing the total cost of ownership (TCO) and simplifying go-to-market (G2) for Simon Analytics Platform.



IoT Device Management

Onboarding | Provisioning | Managing | Security

The Kontakt.io IoT Device Management cloud helps reduce time to market, providing enterprises with a comprehensive toolbox for IoT network management and monitoring



[Learn more](#)



Minimize time, complexity, and cost spent managing thousands of Bluetooth devices



Create rules to notify you about deployment issues that require your attention.



Prevent successful attacks on devices, data, and applications.

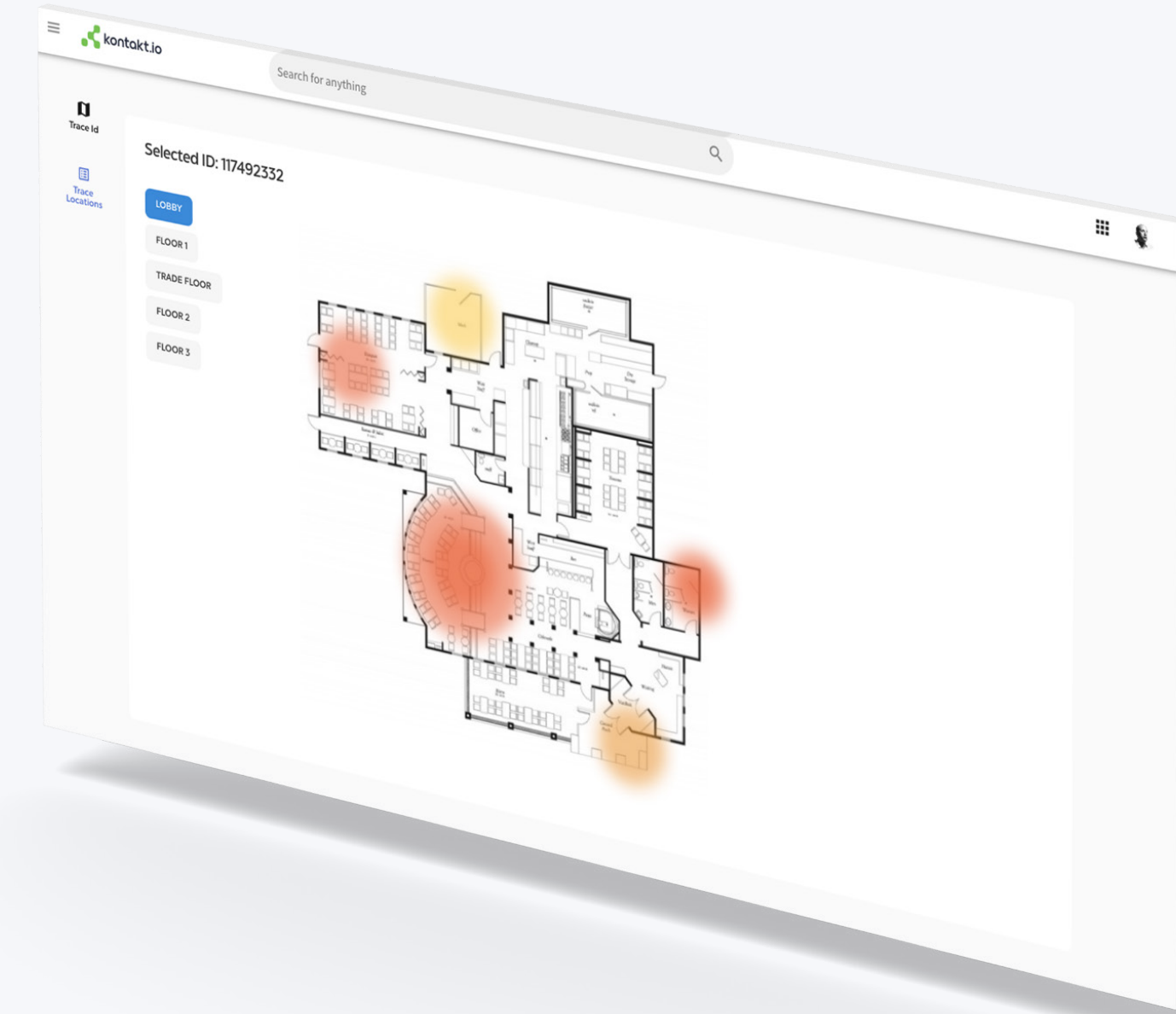


Create virtual representations of your beacons on a map for easier maintenance.

Location & Occupancy Services

Powered by machine learning, Kio Cloud is evaluating billions of building signals in near real time to help apps deliver business outcomes.

Interpolating multi-sourced IoT signals, Kio Cloud computes and persists spaces and tagged objects, recording room metadata such as in-room tagged entities, locations, occupancy changes and environmental telemetry. Rather than outputting raw coordinates, Kio Cloud provides users with event streams which provide only relevant and useful information for applications that can benefit from subscribing to such streams.



[Learn more](#)



Press Kit / Beacons and Products



Virtualizing buildings as a grid system of rooms and pathways, Kio Cloud APIs deliver room and workspace resolution without resorting to two coordinates



Using information from access points, wayfinding beacons, occupancy sensors and more, Kio location services are designed for accuracy without requiring additional investment in network devices



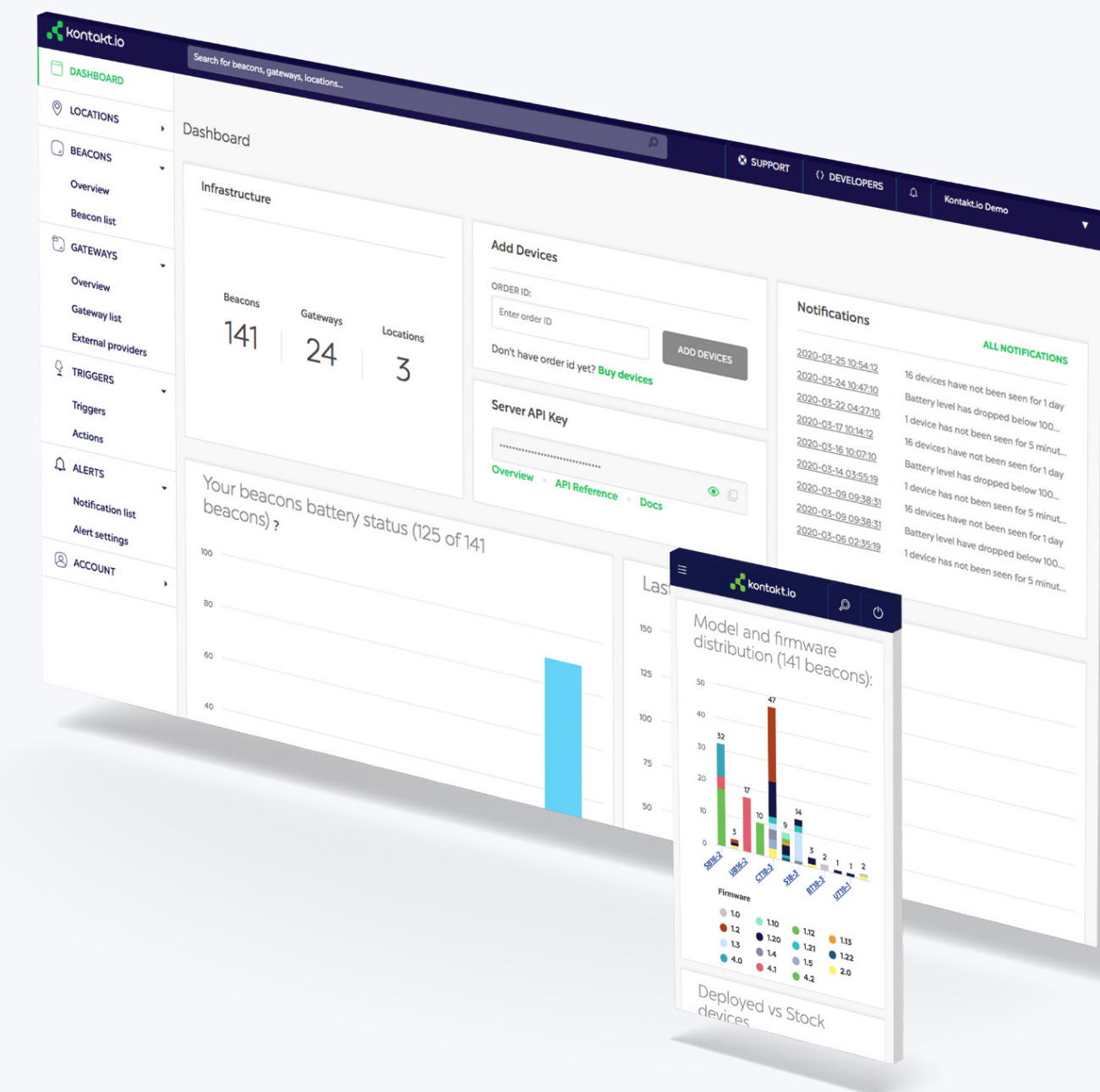
Powerful policy foundry analyzes location and telemetry data on-the-stream, to output only those events that applications care about

Connectivity & Firmware SDK

For other IoT makers and for users that want more control: BLE device firmware, connectivity libraries and mobile SDKs under license

Create and onboard third-party devices to the Kontakt.io Kio Cloud Platform facilitating countless new business cases at lower cost. Once the firmware is integrated into the 3rd-party device, a unified device-to-API management and location and sensor stream layer provides seamless communication between the device and the Kontakt.io KIO Cloud Platform.

[Learn more](#)



Accelerate time to market and reduce R&D costs & Convert your business to benefit from IoT network



Seamlessly connect your device to 3rd Party Gateway and Access Points providers

Use cases



Carrefour gains 600% more app users by enabling proximity

After two years of using mobile apps, \$20B+ multinational retailer Carrefour added proximity to their toolkit. Beacons deployed in the store welcomed shoppers, sent coupons, and suggested products based on past purchases. After seven months, Carrefour found that app downloads had increased 600% and users spent 400% more time in the app



London bus riders get connected ride

Bus travel in London accounts for over half of all bus journeys in the UK. To make riding smarter and also more convenient, Proxama partnered with Exterior Media to bring beacons to an initial batch of 100 buses in the capital. Not only did this bring schedule information, personalized notifications, and offers to users, it represents a huge step forward for Eddystone; it represents the world's first Physical Web campaign to enhance the consumer engagement experience.



FC Porto app gets the beacon rolling!

FC Porto is one of the most famous football teams in Europe. In order to become the most tech-friendly club in the world, they turned to beacon technology for a leg up. At first glance, sports teams and beacons may seem like unlikely comrades. But times are changing. When we heard their mobile app reached an astonishing 150,000 downloads in its first few months, we had to know more.

Use cases

Discover more stories at

[Kontakt.io](#)



Infsoft

The University Hospital Basel brings together 50 clinics and is the biggest healthcare facility in northwest Switzerland. Using 2,500 Kontakt.io Bluetooth beacons, hospital visitors can leverage indoor navigation to locate treatment rooms, facilities, and any point of interest. The University Hospital Basel together with infsoft and Kontakt.io improved indoor navigation, customer experience while also aiding the hospital internal processes for over 5,000 employees.



Zence

Zence used Kontakt.io Gateways to cover the 300m space inside the largest tunnel in Norway, making it easier for Skanska to be certain their workers were safe while on the job. They equipped each worker with one Bluetooth beacon whose signal could be read even as the employee drove past. The cards were read at 80km/h with 93% accuracy, largely automating the process and reducing the number of times workers had to exit their vehicles. Skanska was able to prove legal compliance with much more efficiency. Furthermore, Skanska could increase safety in the tunnel by combining these beacons with an app used to track worker movements.



GeoMoby

A global construction and mining engineering company (ASX-listed, AUD80M+ annual revenue) needed to monitor on-duty staff to increase efficiency and safety. Their solution and Kontakt.io beacons leveraged geofencing to locate employees the moment they entered the space, then beacons and activity monitoring could track productivity and send safety alerts as needed. By identifying bottlenecks and irregularities including a high and inconsistent aggregated travel time due to incorrectly placed key maintenance and water containers Geomoby's solution helped their customer achieve an estimated 20% gain in productivity.



Kontakt.io Executive Team



Philipp von Gilsa
CEO

Philipp von Gilsa is the CEO of Kontakt.io. He believes the Internet-of-Things (IoT) is not about technology but about people and aspired business outcomes. He strives to reduce complexities and simplify technology so that everybody can benefit from it, ultimately making the world a better place. Achieving this, he builds people-driven organizations and systems that last.

Philipp was a Country Manager for Rocket Internet in Paris, held analyst positions at J.P.Morgan, and holds two Master's degrees in Public Administration and History from the London School of Economics and Beijing University that can benefit from subscribing to such streams.



Kontakt.io Executive Team



Łukasz Szelejewski
CTO

Lukasz has over 10 years of experience in the field of hardware. Prior to joining Kontakt.io Lukasz worked at Motorola as a Software Engr. where he gained his R&D expertise. Looking for a more independent and challenging environment, he decided to abandon the corporate world and join K.io. Starting as Senior Embedded Engineer Lukasz soon became Head of Hardware and responsible for R&D projects. Under his supervision K.io released i.a. Tough Beacon, Beacon, Card Beacon and Beacon Pro.



Rom Eizenberg
Chief Revenue Officer

Rom Eizenberg is the Chief Revenue Officer of Kontakt.io and an industry veteran with over 18 years of experience gained in fields from industrial IoT to smart healthcare. Prior to joining Kontakt.io he led go-to-market and growth strategies in major global IoT industries. He is now guiding the rapid market expansion of Kontakt.io while shaping / leading their solution portfolio to help their customers deliver an immediate positive impact on workplace safety and efficiency

Kontakt.io Executive Team



Szymon Niemczura

Co-founder, Board Member

Szymon Niemczura is the co-founder and CEO of Kontakt.io. A believer in the transformative power of technology, he hopes not only to digitalize the physical world with Bluetooth beacons but to establish strong relationships with inspired thinkers in the IoT space. He is a graduate of Business & Financial Management from National Louis University and co-founded CodeWise.



Dr. Max Niederhofer

Board Member

Max is a partner at Sunstone Capital, focusing on internet and mobile investments. He joined Sunstone from Accel Partners where he was a Vice President in the firm's London office. Previously, Max started and sold Qwerly, a data marketing business, and was a Principal at Atlas Venture, where he worked with companies such as DailyMotion, Seatwave and Moo. His personal investments include Last.fm (sold to CBS), OneFineStay, Skimlinks, Boticca, Fliptop and Sofar Sounds. Max holds a PhD in management science from WHU in Germany.

Kontakt.io Executive Team



Ewout Mante

Strategy Advisor

Ewout has 20 years of experience in AI, machine learning, and connected devices. Currently, he works as an independent consultant for startups, investors, and large corporations. His career started at McKinsey. Subsequently, he acquired operating skills during his 15 years in Silicon Valley. He has a multi-functional background that includes product management, strategy, finance, operations, business development, and M&A. He was trained at Imperial College, Harvard, & MIT.



Jan Habermann

Board Member

Jan is an investor and a partner of Czech Credo Ventures. Before his engagement in venture capital he co-founded and operated several companies. In 2003 a software development company he started and managed, Acron Communications, was acquired by a strategic investor and Jan became fascinated by M&A transactions and private equity investments. Since then he has completed several M&A projects as an advisor representing both buyers and sellers. He has also completed several venture capital investments working as an Investment Director at MCI Management. Jan graduated from the University of Economics in Prague where he specialized in financial management, accounting and business combinations

Thought Leadership

We're huge IoT evangelists, so if you're looking for tech experts, the best beacon use cases, speakers for your event or someone to interview for your publication, you can count on Kontakt.io for fresh insights, powered by experience, enthusiasm and Bluetooth Low Energy.

Find our thoughts around the web:

- ▶ [Huffington Post: Industrial IoT Needs Automation, and BLE will Deliver It](#) [RFID](#)
- ▶ [Journal: Learnings from RFID Journal LIVE! 2017: Can BLE Change RTLS?](#)
- ▶ [Proximity.Directory: Beacons Are Useless - When Leveraged Improperly](#)
- ▶ [The IoT Magazine: Beacon Data Will Need Fog Computing](#)
- ▶ [Readwrite: How Eddystone Will Take Beacons Further Than Ever Before](#)
- ▶ [Interview: BLE Expert Series with MindBrowser](#) [Interview: Native AdVice with Native Society](#)
- ▶ [Interview: How Beacons Will Change the Face of Marketing with Zazzle](#)

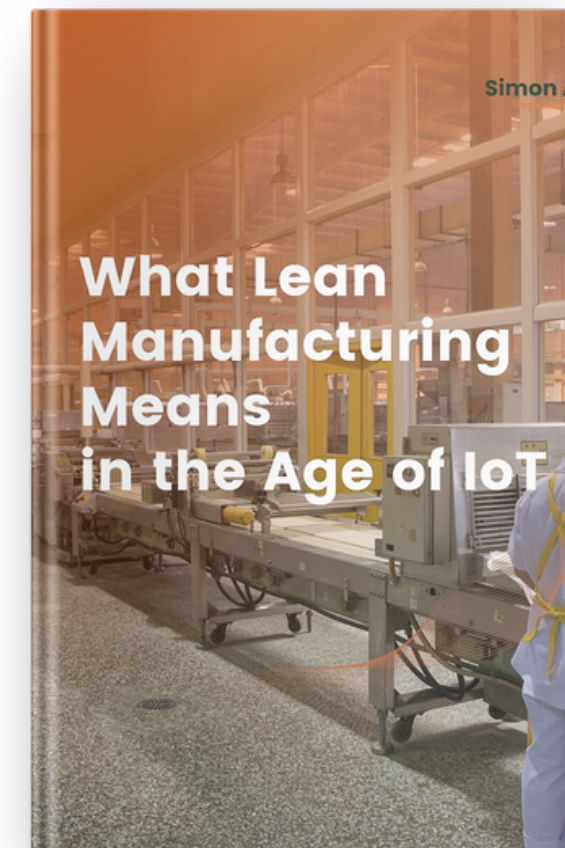
Check our whitepapers



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Let's talk about the future of IoT!
Contact us at pr@kontakt.io

What makes Kontakt.io different? A complete commitment to our customers is core to the work we do everyday. From selling to managing to planning next steps, we care about the success of our customers.

Read what our customer are saying